

## Message Text

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ACTION EB-07

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R 090850Z OCT 75

FM AMEMBASSY TOKYO

TO SECSTATE WASHDC 3955

UNCLAS TOKYO 14437

E.O. 11652: N/A

TAGS: BTRA, JA

SUBJECT: VISIT OF NEC OFFICIALS TO U.S. FIRMS

1. MR. YUKIO SATO, GENERAL MANAGER, AND MR. SADA OISHIHARA OF THE PRODUCTION AUTOMATION DEVELOPMENT LABORATORY, NIPPON ELECTRIC COMPANY (NEC), WOULD LIKE TO VISIT THE FOLLOWING U.S. COMPANIES: (A) NOVEMBER 11, 1975 - GENERAL ELECTRIC'S MANUFACTURING ENGINEERING CONSULTING OFFICE, SCHENECTADY, N.Y., 12305. PURPOSE OF VISIT - TO STUDY ITS ORGANIZATION, ACTIVITIES, METHODS OF COORDINATION WITH GE'S OTHER DIVISIONS, FINANCING, AND TO TOUR R & D WORKSHOP. MR. SATO ASSUMES THAT THE MANUFACTURING ENGINEERING CONSULTING OFFICE IS AN EQUIVALENT TO THE PRODUCTION AUTOMATION DEVELOPMENT LABORATORY OF NEC WHICH HE HEADS. (B) NOVEMBER 12 - UNIVERSAL INSTRUMENTS CORP., EAST FREDERICK STREET, BINGHAMTON, N.Y., 13902; (C) NOVEMBER 17 - SWANSON ERIE CORP., 814 EAST EIGHTH STREET, ERIE, PA. 16512; (D) NOVEMBER 18 - BATTELLE MEMORIAL INSTITUTE, 505 KING AVENUE, COLUMBUS, OHIO 43201; SATO AND OISHIHARA ARE INTERESTED IN BATTELLE INSTITUTE'S RECENT WORK ON BUSINESS ADMINISTRATION AND SYSTEMS ENGINEERING OF CAD (COMPUTER AIDED DESIGN), CAM (COMPUTER AIDED MANUFACTURING), AND POLLUTION CONTROL; (E) NOVEMBER 19 - BENESON CORP., 1319 WEST FLORIDA STREET, VANSVILLE, INDIANA 47711.

2. PURPOSE OF VISIT TO UNIVERSAL INST., SWANSON ERIE, AND BENESON CORP. IS TO STUDY THE RECENT RESEARCH AND DEVELOPMENT DOWNSIDE PRODUCTION AUTOMATION EQUIPMENT  
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APPLICABLE TO PRODUCTS MANUFACTURED BY NEC, AND

POSSIBLE PROCUREMENT OF SUITABLE EQUIPMENT FROM THE U.S. COMPANIES.

3. NEC IS THE LARGEST MANUFACTURER OF TELECOMMUNICATIONS EQUIPMENT AND DATA PROCESSING EQUIPMENT IN JAPAN. NEC HAS 45,000 EMPLOYEES, ANNUAL SALES OF Y181 BILLION, 30 DIVISIONS AND 10 SUBSIDIARIES. MR. SATO'S DIVISION, PRODUCTION AUTOMATION DEVELOPMENT LABORATORY, ENGAGES IN R & D OF PRODUCTION EQUIPMENT FOR NEC'S IN-HOUSE USE AND PLAYS AN IMPORTANT ROLE IN PROCUREMENT OF PRODUCTION EQUIPMENT FOR ALL NEC MANUFACTURING FACILITIES.

4. ACTION REQUESTED: NEC OFFICIALS REQUEST USDOC ASSISTANCE IN SETTING UP PLANT VISITS IN ACCORDANCE WITH ABOVE SCHEDULE. EMBASSY CONFIRMS THAT MR. SATO AND MR. ISHIHARA ARE IMPORTANT OFFICIALS IN NEC ORGANIZATION AND WE REQUEST THAT USDOC SUPPLY ANY ASSISTANCE POSSIBLE THESE VISITORS. IN ANY CASE, PLEASE SUPPLY NAME OF CONTACT AT EACH FACILITY LISTED WHO WILL HANDLE VISIT. EMBASSY HAS ISSUED COMMERCIAL INVITATION, AND INTRODUCTORY LETTER. PLEASE INDICATE EXTENT OF USDOC CAPABILITY TO ASSIST WITH TRAVEL AND APPOINTMENT ARRANGEMENTS FOR THESE VISITORS ASAP. SHOESMITH

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